

INFORMATION LETTER

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NATIONAL CANNERS ASSOCIATION

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J. L. Baxter Named by Cumming as N.C.A. Speaker For Canners Convention Merchandising Symposium

Symposium Will Present Leading Authorities from Production, Distribution Fields

John L. Baxter, member of the firm of H. C. Baxter & Bro., Brunswick, Me., Chairman of the N.C.A. Conference Committee and a member of the Buildings and Food and Drug Committees, will be the representative of the National Canners Association in the Symposium on Merchandising of Canned Foods, it was announced this week by President Howard T. Cumming. The Symposium is scheduled for the Second General Session of the Convention and will be held January 18 in the Public Auditorium at Atlantic City.

The Symposium will present leading merchandising authorities from the foremost production and distribution organizations in the canned foods trade. Appointments of speakers have been made by the Super Market Institute, National Food Brokers Association, United States Wholesale Grocers Association, National Association of Food Chains, National Association of Retail Grocers, National-American Wholesale Grocers Association, Grocery Manufacturers of America, and National Canners Association.

It is planned to publish in next week's INFORMATION LETTER a complete roster of the Symposium speakers with identifying business biographies of each.

Pepper Program Proposes Controls, Price Supports

Senator Claude Pepper of Florida announced recently, in an oral statement, following a conference with officials of the U. S. Department of Agriculture, his plans to initiate legislation in the forthcoming 81st Congress that would authorize Federal Marketing Order control of the volume of fresh and canned citrus shipped in interstate commerce. In addition, the Senator's plans for legislation would require quality testing of citrus fruit delivered to canners for processing.

The Florida exponent of marketing controls also stated he would endeavor to obtain increased Federal contributions to the National School Lunch Program and funds for the International Children's Emergency Relief Fund for the purchase and distribution of citrus fruits and juices.

In event the proposed control and Government purchase measures fail to stabilize the citrus industry, Senator Pepper said he would seek to have placed in effect a Federal price support program guaranteeing growers their cost of production.

Details of the Senator's proposal for marketing control have not been developed, but it may be assumed that whatever legislation he introduces

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TIN PRODUCERS' ASSOCIATION EXPECTS TIN PRODUCTION TO EXCEED AVERAGE PREWAR CONSUMPTION BY END OF 1949

Hearings on Freight Rates

Hearings on the railroads' request for a 13 percent increase in freight rates began November 30 before the Interstate Commerce Commission. The ICC expects hearings to continue through the middle of next week.

N.C.A. Sanitation Conference To Discuss New Techniques

The program for the Association's Annual Sanitation Conference, which will be held in San Francisco December 9-10, includes a panel discussion by men from top management and addresses by West Coast men prominent in the sanitation field.

New techniques and developments will be discussed by former sanitation students, sanitarians, and others interested and working with sanitation. Ample opportunity is to be provided those who attend to participate.

Dr. J. Russell Esty, Director of the N.C.A. Western Branch Research Laboratories, will open the Conference. The program includes addresses by Prof. W. S. Mangold, Uni-

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Forecast of Over 150,000 Tons For This Year Is Made in Magazine, Tin

A forecast that over 150,000 long tons of metallic tin will be produced this year and over 200,000 tons next year is made by the Tin Producers' Association, London, in the November issue of its monthly bulletin, *Tin*.

"By the end of 1949," *Tin* declares, "production will probably have exceeded average yearly prewar consumption which, between 1936 and 1939, was 169,000 tons of metallic tin."

Output of the main tin-producing areas this year is estimated by *Tin* at 30,000 long tons from the Dutch East Indies, 45,000 tons from Malaya, 35,500 tons from Bolivia, 14,500 tons from the Belgian Congo, and 9,500 tons from Nigeria.

A short survey of current production in the main tin-producing areas states:

"*Netherlands East Indies*—Production at the rate of 30,000 long tons of metallic tin a year is now recorded from the Dutch East Indies islands, Banka, Billiton and Singkep. In com-

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Cumming and Cameron Speak At Pennsylvania Convention

Opportunities inherent in the free competitive economy of the canning industry are likely to continue equal as between small, medium and large canning enterprises, according to N.C.A. President Howard T. Cumming, in an address before the 34th Annual Convention of the Pennsylvania Canners Association in Harrisburg November 30.

Excerpts from Mr. Cumming's address, which touched on the equal economic opportunities in canning, as well as the possible effects on the canning business of advancing freight rates, are reproduced on page 384.

That the canning industry is spending much time and money maintain-

ing quality control of its products was emphasized in an address by Dr. E. J. Cameron, Director of the Washington Research Laboratories, on "Some Newer Concepts in Quality Control."

Dr. Cameron pointed out that this past summer one of the three N.C.A. field laboratories was located at Hanover, Pa., from which headquarters studies were conducted in 15 canneries of the Keystone State. "Our field work," he stated, "has become recognized in recent years as a valuable adjunct to the quality control operations of individual canners."

"The National Canners Association inaugurated a new and continuous program on canning plant sanitation in 1944," Dr. Cameron stated. "The application of the principles of sanitation has come to be regarded in this industry as an essential element of quality control procedure. During the year, sanitation surveys in mushroom plants were made and last Fall such surveys were conducted in apple packing plants in this area. Related

to our studies on sanitation are the waste disposal investigations which have been conducted over a period of years. During the past year in Pennsylvania research was done on the possibilities of treating mushroom waste to permit its disposal through municipal treatment plants," he said.

Press releases describing N.C.A.'s participation in the program of the Pennsylvania convention were prepared and distributed by the Association. One release reported President Cumming's appearance and reproduced salient portions of his address, and another cited Dr. Cameron's remarks about quality control in canning products. Copies of these releases were sent to regional offices of the national wire services (AP, UP and INS) in Philadelphia, to 127 daily newspapers, 171 weeklies, eight bi-weeklies, and 50 radio stations in Pennsylvania, and to canning trade papers. Releases also were sent to Harrisburg for distribution to press representatives covering the meetings.

President Cumming's Remarks before the Convention of the Pennsylvania Canners Association

"Before touching on current industry problems let me say that any opinions I express are entirely my own—not official views of the National Canners Association.

"Are advancing freight rates going to bring about any basic change in the pattern of the canning industry? Certainly during the past year the importance of transportation costs in the delivered prices of canned fruits and vegetables has been impressed on all of us. When we recognize that it can cost 25 cents to deliver a dozen No. 2 cans from coast to coast, we realize we have something new to reckon with. And I think that most of us believe that these costs are likely to increase rather than decrease as time goes on. The railroads, although recently denied a temporary 8 percent increase in rates, are seeking a 13 percent permanent increase, claiming that in the face of their advancing costs this is justified. Thus, the problem is likely to get worse before it gets better, assuming it ever does get better.

"I presume an economist facing this one would immediately claim that the canners located nearest to the great centers of population will have a cost—and therefore, a price-advantage, that promises them increased volume, or profit, or both. In the long run that may be true but it isn't quite as simple as that. The canner who has an established national brand may not be

as close to those big markets as some of his competitors. His competitors are not only other canners with national brands but also those local distributors, chains and jobbers, who can obtain their supplies from nearby areas at a marked saving in transportation costs. While the canner with the national brand may be firmly entrenched because of his quality, service and consumer acceptance, it is a question how long he can withstand the price handicap he may face. There is evidence that that fact is being recognized because we have seen West Coast canners locating in the East with factories and have seen several Eastern canners locating in California. So perhaps the economist is right in insisting that the large consuming markets may be supplied by the nearest producing areas. But perhaps the ownership of the factories in those areas might change.

"Where does the smaller canner who can't buy factories freely over the country fit into this picture? He has no established brand to impel him to move into a new producing area to protect his label nor does he have the strength. The answer is speculative and yet to me it is fairly clear. As the national brand canner spreads over the country and absorbs factories the greater becomes the tendency to close the doors of these factories to the buyers who have their own locally established brands. The

sources of supply for such buyers may thus become fewer in number. And as they become fewer in number the stronger may be the demand for their products. Up to this point it would seem as if the greater the expansion on the part of the canner with a national brand the greater may be the insurance of a good market for the smaller canner.

"But there is a possible fallacy in this reasoning. If the national brand canner becomes located so strategically that he can be both cost- and price-competitive, there is some question as to whether or not the local private label buyer will have need for the merchandise that he has bought in the past. And if he doesn't, the smaller canner may find himself hurt. In trying to forecast where these changing conditions may lead us it is important to understand that the manufacturer's brand is in a sense in competition with the distributor's brand. And he who elects to ally himself with that distributor may prosper or fall approximately as does that distributor.

"And so, in attempting to discover the future place of canners in respect to market, both large and small, we are led into the 'battle of the brands'—the battle for consumer acceptance between the manufacturer's brand and the distributor's brand.

"There is only one thing that can be said with certainty about the outcome of this battle, and that is that there will be no decisive victory in the near future. The fact that a handful of automobile manufacturers dominate that industry is no proof that a similar thing can happen in our industry. We are dealing through hundreds of thousands of distributors. Many of the jobbers and chains have become strong and have established their own labels. Let's not forget two facts—(1) the motive behind a private label is more profit per unit of sales, and (2) the rate of profit of the distributors is definitely declining. So, as conditions change, it may well be that the distributor's label may hold its place.

"Under these circumstances and in spite of the maze of uncertainties, it would seem as if we can still rely on the fact that in a competitive free economy, free to all of us, large and small, a limited number of basic qualities may make or break us, and size isn't the most important one of them. Give me a man or a small group of men of character, high ideals, experience and willingness to work, and I'll undertake to compete with anyone, large or small. I simply won't believe that size alone ensures success. So, in spite of the tendency to develop bigness of units in the canning business I see a place—a happy and prosperous one—for those who find themselves relatively small."

PUBLICITY

Canned Foods Price Publicity

An editorial which appeared in a recent issue of *The Muskegon Chronicle* (38,660), Muskegon, Mich., lauds the canning industry for its achievement in keeping prices down.

Sent in by Steve Nisbet, director of public relations for Gerber's Baby Foods, Fremont, Mich., the editorial states, in part:

"Processors of canned fruits and vegetables, of whom there are many in Western Michigan, have done an excellent job in keeping prices down.

"This fact is revealed in cost-of-living indexes issued by the Bureau of Labor Statistics.

"Food prices generally have reached the 215.2 percent level on a basis of 100 percent during the 1935-39 period,

but canned fruits and vegetables have reached only 159 percent, a difference of 56.2 percent.

"The canners have reason to boast that their product is one of the best buys on the market today."

This editorial apparently was based on the Association's release of November 24, which reported October 15 indexes as issued by BLS. Clippings reporting the price position of canned foods as indicated in the September 15 report include those from the Mount Morris, N. Y. *Enterprise* (2,850), Battle Creek, Mich. *Enquirer News* (31,257), Rochester, N. Y. *Times-Union* (105,918), and Mankato, Minn. *Free Press* (15,389).

The Illinois Wholesale Grocers' Association plans to make additional distribution of the price publicity issued by N.C.A. on November 24. Copies of the release and matrixes will be sent by that organization to its members for publication in local papers.

Nutrition Publicity

Reports and clippings of publicity ensuing from the press conference and exhibit on canned foods nutrition, held in Chicago during the meeting of the N.C.A. Board of Directors, are still being received at Association headquarters.

As of December 2 the total number of newspapers that have carried the story is 66, representing total circulation of 12,259,970. Reported in last week's *INFORMATION LETTER* were 35 newspapers totaling 8,396,488 circulation. These figures have been absorbed into this week's total. Some papers are giving the publicity more than a single mention. The *LETTER* will continue to report this publicity as long as the Association's clipping services continue to send in clippings.

In addition to the five broadcasts reported in last week's *LETTER*, Radio Reports, Inc., has supplied the Asso-

SCHEDULE OF EVENTS FOR 1949 CANNERS CONVENTION

(Subject to Revision)

Friday, January 14

- 2 p.m.—Joint Program of National Canners Association and National-American Wholesale Grocers Association, Renaissance Room, Ambassador Hotel
- 7-10 p.m.—Preview of Machinery and Supplies Exhibit, Convention Hall

Saturday, January 15

- 9:30 a.m.-6 p.m.—Machinery and Supplies Exhibit, Convention Hall
- 2 p.m.—Meeting of N.C.A. Administrative Council, Stratosphere Room, Hotel Traymore
- 7 p.m.—Annual Dinner Dance under auspices of Canning Machinery & Supplies Association, Claridge Hotel

Sunday, January 16

- 8:30 a.m.—Meeting of Board of Directors, Super Market Institute, Ambassador Hotel
- 10 a.m.—Meeting of N.C.A. Board of Directors, Rose Room, Hotel Traymore
- 1-6 p.m.—Machinery and Supplies Exhibit, Convention Hall
- 2:30 p.m.—Meeting of Corn Canners Service Bureau, Roof Solarium, Jefferson Hotel
- 6:30 p.m.—Dinner for State Secretaries, Mandarin Room, Hotel Traymore
- 7 p.m.—Old Guard Dinner, Claridge Hotel

Monday, January 17

- 9 a.m.—Meeting of N.C.A. Nominating Committee, Room 1, Convention Hall
- 9:30 a.m.—Annual Meeting, CM&SA, Room B, Convention Hall
- 10 a.m.—Opening General Session, N.C.A., Ballroom, Convention Hall

- 12-6 p.m.—Machinery and Supplies Exhibit, Convention Hall

- 2 p.m.—Joint Conference of N.C.A. Raw Products Bureau and Laboratories, Room B, Convention Hall

- 2 p.m.—N.C.A. Fishery Products Conference, Room 20, Convention Hall

- 6:30 p.m.—Dinner Meeting and Conference, N.C.A. Raw Products Bureau, Chevy Chase Room, Marlborough-Blenheim Hotel

- 7 p.m.—Young Guard Banquet, American Room, Hotel Traymore

- 8 p.m.—Raw Products smoker, Hotel Traymore

Tuesday, January 18

- 9:30 a.m.-6 p.m.—Machinery and Supplies Exhibit, Convention Hall

- 10 a.m.—Second General Session, N.C.A.—"Symposium on Canned Foods Merchandising," Ballroom, Convention Hall

- 1:30 p.m.—Meeting of National Kraut Packers Association, Club Room, Hotel Traymore

- 2 p.m.—N.C.A. Raw Products Conference, Room 21, Convention Hall

- 2 p.m.—N.C.A. Canning Problems Conference, Room 20, Convention Hall

- 8:45 p.m.—Fred Waring's Band, Entertainment (auspices CM&SA), Ballroom, Convention Hall

Wednesday, January 19

- 9:30 a.m.-6 p.m.—Machinery and Supplies Exhibit, Convention Hall

- 10 a.m.—Closing General Session, N.C.A., Room 21, Convention Hall

- 10 a.m.—N.C.A. Canning Problems Conference, Room 20, Convention Hall

ciation with text of a sixth radio program on the subject of canned foods nutrition. This was the Nan Lupo program of November 15 over station WNJR, Newark, N. J.

Last week the LETTER listed the names and circulation coverage of newspapers that used the publicity and which had been clipped through November 24. Listed below are the papers and circulations represented by clips received in the period November 25 through December 2:

Augusta (Ga.) Herald.....	23,092
Baltimore (Md.) News-Post.....	232,605
Buffalo (N. Y.) News.....	270,010
Champaign (Ill.) News-Gazette.....	24,112
Charlotte (N. C.) Observer.....	126,059
Columbus (Ohio) Dispatch.....	150,599
Denver (Colo.) Post.....	195,530
Duluth (Minn.) Herald—second mention.....	32,237
Ft. Myers (Fla.) News-Press.....	6,034
Ft. Wayne (Ind.) News-Sentinel.....	75,441
Indianapolis (Ind.) Star (Nov. 12).....	173,935
Indianapolis (Ind.) Star (Nov. 22).....	173,935
Johnstown (Pa.) Democrat.....	25,413
Joliet (Ill.) Herald-News.....	28,197
Kansas City (Mo.) Star.....	367,323
Knoxville (Tenn.) Journal.....	86,356
Louisville (Ky.) Courier-Journal.....	258,162
Louisville (Ky.) Times.....	165,739
Los Angeles (Calif.) Times—second mention.....	412,006
New York Times—third mention.....	543,583
Omaha (Neb.) Morning World-Herald.....	118,054
Orlando (Fla.) Sentinel.....	26,902
Parkersburg (W. Va.) News.....	19,243
Rome (Ga.) News-Tribune.....	9,693
San Bernardino (Calif.) Telegram.....	4,886
Tampa (Fla.) Daily Times.....	47,303
Tide Magazine (N. Y.).....	12,397
Toledo (Ohio) Blade.....	180,700
Tucson (Ariz.) Star.....	20,124
Wall Street Journal (Southwest Edition).....	14,000
Worcester (Mass.) Telegram.....	48,702
	3,863,482
Circulation already reported.....	8,396,488
Total circulation.....	12,259,970

STATISTICS

Canners' Fruit and Vegetable Stocks and Shipments

Canners' stocks and shipments of canned corn, apricots, peaches and sweet cherries have been compiled by the Association's Division of Statistics. Complete reports covering these items have been mailed to all canners packing these items.

Canned Corn

November 1, 1948, canner stocks of corn amounted to a little over 22.5 million cases, as compared with more than 14.25 million cases a year ago. The report covers only canners' stocks and shipments and does not take into account distributor stocks. The can-

ner stocks November 1 are based on reports from canners who packed about 85 percent of the 1948 pack, together with estimates for those not reporting.

Supply, Stocks and Shipments Canned Corn

	1947-48	1948-49
	(Actual cases)	
Carryover, Aug. 1.....	272,000	194,000
1948 pack.....	27,572,000	34,410,000
Total supply.....	27,844,000	34,604,000
Nov. 1 stocks.....	14,298,000	22,563,000
Shipments, Aug. 1 to Nov. 1.....	13,546,000	12,041,000

Canned Apricots

Canners' supply of apricots on November 1 was nearly 3.5 million actual cases, about twice the supply at the same time a year ago, which amounted to 1,724,723 cases. This information is based on reports from all except four apricot canners, together with estimates for those not reporting.

Supply, Stocks and Shipments Canned Apricots

	1948-49
	(Actual cases)
Carryover, June 1, 1948.....	714,662
1948 Pack.....	4,985,612
Total Supply.....	5,700,274
November 1, Stocks.....	3,483,847
Shipments, June 1 to Nov. 1.....	2,216,427

The California and Washington-Oregon stocks were compiled by the Canners League of California and the Northwest Canners Association, respectively.

Canned Peaches

November 1 peach stocks in canners' hands amounted to over 11.75 million

actual cases, as compared with nearly 8 million cases a year ago. The 1948 stock figure is based on reports from all but six peach canners together with estimates for those not reporting.

Supply, Stocks and Shipments Canned Peaches

	1948-49
	(Actual cases)
Carryover, June 1, 1948.....	1,927,817
1948 Pack.....	18,189,115
Total Supply.....	20,116,932
November 1, Stocks.....	11,863,039
Shipments, June 1 to Nov. 1.....	8,253,893

The California and Washington-Oregon stocks were compiled by the Canners League of California and the Northwest Canners Association, respectively.

Canned Sweet Cherries

November 1 stocks of sweet cherries were 62 percent greater than those of 1947. Shipments during October were nearly 142,000 actual cases, as compared with about 50,000 cases in 1947. The November 1 stocks are based on reports from all except three sweet cherry canners together with estimates for those who did not report.

Sweet Cherry Supply, Stocks and Shipments

	1948-49
	(Actual cases)
Carryover, June 1, 1948.....	24,549
1948 Pack.....	699,932
Total Supply.....	994,481
November 1, Stocks.....	295,466
Shipments, June 1 to Nov. 1.....	699,015

The California and Washington-Oregon stocks were compiled by the Canners League of California and the Northwest Canners Association, respectively.

1948 Corn Pack by Style and Can Sizes

Variety and style of Pack	24/2	48/8Z	48/1P	24/12Z	24/303	6/10	Misc., Tin and Glass	Total
CREAM STYLE	Cases	Cases	Cases	Cases	Cases	Cases	Cases	Cases
Evergreen								
East.....	313,155				2,110	49,671		364,936
West.....	699,120		44,143		157,929	34,640		935,832
Narrow Grain								
East.....	242,800				54,838	7,760		305,458
West.....	478,602	4,000	47,826		77,315	41,253	219	649,215
Country								
Gentlemen								
East.....	69,755		1,810		77,022	5,249		153,836
West.....	869,127		189,091		909,775	24,631		1,992,624
Crosby and others								
East.....	6,151		1,032			306		7,489
West.....	327,784		77,115		65,594	27,575		498,068
Bantam Cream								
East.....	2,561,391	127,082	187,878		313,953	236,145		3,426,449
West.....	4,328,265	60,992	344,477		4,408,946	307,927	10,730	9,461,337
WHOLE GRAIN								
Bantam Whole								
East.....	1,180,448	23,519	20,074	458,665	22,836	244,030	17,122	1,966,694
West.....	3,007,517	174,664	468,876	6,598,654	2,602,922	816,878	49,914	13,719,725
White Whole								
East.....	422,521		6,441			11,928		440,890
West.....	408,092	748	6,490		51,680	14,769	5,740	487,457
Total U. S.	14,915,118	391,003	1,395,253	7,057,319	8,744,920	1,822,702	83,725	34,410,040

Per Capita Consumption

Apparent per capita civilian consumption of canned vegetables during 1948 has declined from 1947, according to preliminary estimates of the Bureau of Agricultural Economics, while per capita consumption of canned fruits and canned fruit juices has increased.

Portions of a BAE table showing apparent civilian consumption of foods on a per capita basis are reproduced:

Commodity	1947	1948	1948 as a
	(Pounds)	Prel.	Percent-
			age of '47
Canned vegetables..	40.5	38.1	94
Frozen vegetables..	2.6	2.6	100
Canned fruit.....	18.9	19.2	102
Canned juices.....	16.3	17.1	105
Frozen fruits.....	3.2	2.9	91
Dried fruits.....	4.5	4.5	100

Wholesale Distributor Stocks Of Canned Foods Reported

Wholesale distributor stocks including those in warehouses of retail food chains, of 14 canned food items totaled 45 million cases on November 1, 1948, an increase of 29 percent from the 35 million cases on hand as of July 1, 1947, and 13 percent more than the 40 million as of June 1 of this year, according to an announcement by the Bureau of the Census, Department of Commerce. November 1 stocks totaling 45 million cases were 7 million cases less than wholesale distributors had on hand November 1, 1947, and 6 million cases less than November 1, 1946. However, November 1, 1948 stocks were 13 million cases more than the average November 1 stocks for the war years 1943-1945.

Vegetables—November 1 stocks of four vegetables (beans, corn, peas, and tomatoes) totaled 26 million cases, up 8 million cases from July 1 of this year but 3 million cases less than November 1 of last year. Compared with November 1 of last year, pea stocks were off 2.7 million cases or 26 percent, and tomato stocks off 1.7 million cases or 22 percent, while corn stocks were up 1.3 million cases or 18 percent and bean stocks were about the same as a year ago.

Fruits—November 1 stocks of five principal fruit items (apricots, mixed fruits, peaches, pears, and pineapple) totaled 11 million cases or 2.2 million less than a year ago. Of the five fruit items, pineapple stocks alone showed an increase over last year.

Juices—Comparing November 1 of this year with November 1 of last year, stocks of tomato juice were off

1.2 million cases; grapefruit juice was off 0.6 million cases. Stocks of blended citrus juices remained about the same while orange and pineapple juices were up 0.4 and 0.2 million cases, respectively.

This reporting service is conducted in cooperation with the Department of Agriculture on a four-times-a-year basis covering inventories as of October 31 and December 31, 1948, February 28 and May 31, 1949.

Table 1. Fourteen Canned Food Commodities

STOCKS OF WHOLESALE DISTRIBUTORS (INCLUDING WAREHOUSES OF RETAIL FOOD CHAINS)

Commodity	November 1 1948*	July 1 1948*	November 1 1947	November 1 1946	November 1 1945-1946
	1,000 cases	1,000 cases	1,000 cases	1,000 cases	1,000 cases
FOUR VEGETABLES:	25,760	18,400	28,925	28,665	20,821
Beans, green and wax.....	3,862	2,408	3,863	5,354	4,491
Corn.....	8,268	5,156	7,003	5,689	4,440
Peas.....	7,692	6,628	10,424	12,096	6,818
Tomatoes.....	5,947	4,217	7,635	5,526	5,066
FIVE FRUITS:	10,823	8,265	13,034	7,377	3,212
Apricots.....	1,321	1,062	1,842	2,383	582
Mixed fruits ¹	2,224	1,574	2,383	800	677
Peaches.....	4,905	4,006	6,382	3,277	1,147
Pears.....	824	1,053	1,166	345	287
Pineapple.....	1,549	568	1,261	572	349
FIVE JUICES:	8,733	8,324	9,974	14,777	8,333
Tomato ²	3,808	3,102	5,109	6,406	4,157
Grapefruit.....	1,472	2,005	2,106	3,738	2,401
Orange.....	1,586	2,053	1,231	2,706	
Blended citrus.....	719	911	707	1,556	³ 1,363
Pineapple.....	1,048	253	821	871	412
Total.....	45,325	34,998	51,933	50,819	32,366

Table 2. Fourteen Canned Food Commodities

STOCKS OF WHOLESALE DISTRIBUTORS (INCLUDING WAREHOUSES OF RETAIL FOOD CHAINS)

Commodity	November 1, 1948*		July 1, 1948*	
	Smaller than	No. 10 and	Smaller than	No. 10 and
	No. 10	larger	No. 10	larger
	1,000 cases	1,000 cases	1,000 cases	1,000 cases
FOUR VEGETABLES:	23,212	2,557	16,795	1,614
Beans, green and wax	3,167	695	2,013	395
Corn	7,755	513	4,919	237
Peas	7,092	600	6,211	417
Tomatoes	5,198	749	3,652	565
FIVE FRUITS:	9,336	1,487	6,942	1,323
Apricots	1,028	293	783	279
Mixed fruits ¹	2,031	193	1,505	69
Peaches	4,164	741	3,299	709
Pears	728	96	918	135
Pineapple	1,385	164	437	131
FIVE JUICES:	8,333	400	7,919	405
Tomato ²	3,613	285	2,810	292
Grapefruit	1,431	41	1,935	50
Orange	1,556	40	2,022	31
Blended citrus	703	16	900	11
Pineapple	1,030	18	232	21
Total	40,881	4,444	31,656	3,342

Table 3. Six Canned Food Commodities

COMBINED WHOLESALE AND PACKER STOCKS AND SHIPMENTS

Commodity	Wholesale and packer stocks				Wholesale and packer combined shipments			
	November 1 1948	November 1 1947	June 1 1948	June 1 1947	1948	1947	June 1-Nov. 1 1948	1947
Peas.....	26,202	31,260	14,970	14,250	24,446	33,996	13,214	16,986
Apricots.....	4,805	3,567	1,913	NA	4,986	3,262	2,004	NA
Mixed fruits ¹	10,999	5,799	2,306	707	13,255	9,876	3,562	4,874
Peaches.....	16,768	14,293	6,669	NA	18,189	19,074	8,090	NA
Pineapple.....	5,606	3,464	1,253	660 ²	10,354	8,875	5,981	6,071
Pineapple juice.....	3,742	2,284	547	390 ²	8,090	6,742	4,895	4,878

* Preliminary. * Revised. ¹ Includes fruit cocktail, fruits for salad, mixed fruits (except citrus). ² Includes vegetable juice combinations containing at least 70 percent tomato juice. ³ 1944-1945 average. ⁴ Pack from June 1, 1948 to October 31, 1948. SOURCE.—Pineapple juice and pineapple—Pineapple Growers Association of Hawaii (Hawaiian pack only); 1948 packers stocks of other fruits and vegetables—Canners League of California, Northwest Canners Association, and National Canners Association.

1948 Peach Pack 8 Percent below 1947

The 1948 peach pack of a little over 17.5 million cases, basis 2½'s, was about 8 percent less than the 1947 pack, the Division of Statistics reports.

The 1948 pack figure is based on reports from all canners known to have packed peaches this year. The pack by States is as follows:

Canned Peach Pack by States 1947 and 1948

	1947		1948	
	Actual cases	Basis 2½'s	Actual cases	Basis 2½'s
Michigan.....	425,526	413,000	228,849	226,000
Southeast(a).....	734,452	740,000	45,506	45,000
Washington and Oregon.....	1,038,331	1,027,000	679,452	663,000
California—Cling.....	15,325,281	15,309,000	15,419,135	14,865,000
Free.....	1,504,651	1,497,000	1,703,558	1,659,000
Other States.....	123,442	121,000	112,615	110,000
Total U. S.....	19,171,683	19,107,000	18,180,115	17,569,000

(a) Georgia, South Carolina, North Carolina, Virginia and West Virginia.

The California and Washington-Oregon packs were compiled by the Canners League of California and the Northwest Canners Association, respectively.

PERSONNEL

Dr. C. A. Elvehjem Honored

Dr. C. A. Elvehjem, discoverer of niacin, the B-vitamin, and a co-scientist in the N.C.A.-CMI nutrition program, has been elected first president of the Association of Graduate Schools, a branch of the Association of American Universities created at the AAU's meeting last week. Dr. Elvehjem participated in the press conference at which the findings of the six-year nutrition program were made public, three weeks ago in Chicago.

Association Officers

Indiana Canners Association

Officers of the Indiana Canners Association elected at the Association's annual convention recently are:

President—H. K. Bachelder, Ladoga Canning Co., Indianapolis; vice president—H. L. Aukerman, Caar Canning Co., Redkey; and secretary-treasurer—A. F. Dreyer, Indianapolis (reelected).

Wisconsin Canners Association

Officers of the Wisconsin Canners Association elected at the Association's annual convention recently are:

President—C. A. Friday, Friday Canning Corp., New Richmond; vice president—S. K. Ferguson, Lakeside Packing Co., Manitowoc; treasurer—M. H. Keil, Minnesota Valley Canning Co., Beaver Dam; and secretary—Raymond D. Krier, Krier Preserving Co., Belgium.

Tri-State Packers Association

Officers of the Tri-State Packers Association elected at the Association's annual convention recently are:

President—C. Edgar Anderson, H. P. Cannon & Son, Bridgeville, Del.; first vice president—W. Earle Wainwright, Edgar R. Hurff Co., Swedesboro, N. J.; second vice president—Francis S. Silver, The Silver Canning Co., Colara, Md.; secretary—Calvin L. Skinner, Easton, Md. (reelected); treasurer—Frank M. Shook, Easton, Md. (reelected); and assistant treasurer—Edith Lee Porter, Easton, Md. (reelected).

Corn Canners Requested To Answer Questionnaire

Definite plans are being made by the Food and Drug Administration to hold the public hearing on standards of identity, quality, and fill-of-container for all types of canned corn early in 1949. In order to be prepared for this hearing, the Association needs both the information and the samples requested in the questionnaire that was sent to all corn canners on July 13, 1948. So far, replies to the questions have been received from only 23 canners and samples from only 27 canners out of the 290 corn canners listed in the 1948 *Canners Directory*.

If any canner does not have the questionnaire, additional copies will be supplied on request. There is an urgent need of many more replies and samples. An early response from those who have not already participated in this industry problem is requested.

Iowa-Nebraska Canners Association

Officers of the Iowa-Nebraska Canners Association reelected at the Association's annual meeting recently are:

President—Keith More, Merrill Canning Co., Harlan, Iowa; vice president—Leo Gleason, G & M Food Products, Des Moines; secretary-treasurer—Roy Chard, Audubon, Iowa.

Pennsylvania Canners Association

Officers of the Pennsylvania Canners Association, all of whom were reelected at the Association's annual convention recently, are:

President—Stran Summers, Charles G. Summers, Jr., Inc., New Freedom; vice presidents—M. V. Bankert, Blue Mt. Canneries, Inc., Martinsburg; Ralph E. Arnold, National Fruit Products Co., Peach Glen; and Charles H. G. Sweigart, Keystone Mushroom Co., Inc.; and executive secretary-treasurer—William A. Free, Hungerford Packing Co., Inc., Hungerford.

DEATH

Scott A. Holman

Scott A. Holman, vice president and director of Libby, McNeill & Libby, food canners, was killed in Chicago Sunday morning, November 28, when the taxicab in which he was riding was struck by another car.

Mr. Holman started his career with the company as a salesman in Norfolk, Va., in 1913. He was appointed assistant general sales manager in 1926 and was elected a vice president in 1935. He became a director in 1939 and had charge of the company's canned meats, grapefruit and vegetable divisions.

Mr. Holman was a member of the N.C.A. Board of Directors in 1944, '45, '46 and this year, and was on the Administrative Council continuously since 1946. He also served on the Planning Committee 1945-46, Finance Committee 1946-48, Buildings Committee 1946-47, and the Legislative Committee 1947-48.

In N.C.A. councils Scott Holman's loss will be keenly felt. His alert mind always provided a quick answer and good judgment, often expressed in terse language invariably clear and to the point. He was ever a friend and loyal supporter of the Association and its activities.

Mr. Holman was 62 years old and lived at 6801 South Paxton Avenue. He is survived by his two sons, Scott Jr. and Gregory.

PROCUREMENT

Purchases of Beans and Peas

Purchases of 372,900 hundredweight of dry edible pea beans and red kidney beans and 69,620 hundredweight of Alaska peas and Colorado white peas by the Commodity Credit Corporation since October 15 has been announced by the Department of Agriculture.

During the week ended November 24, USDA said, CCC made the following purchases:

27,200 hundred-pound bags of pea beans at from \$7.85 to \$8.00 per cwt., f.o.b. Michigan and New York shipping points, basis U. S. No. 1 grade; 1,600 hundred-pound bags of U. S. No. 1 red kidney beans at \$8.00 per cwt., f.o.b. Western New York; and 1,100 hundred-pound bags of Alaskas at \$5.90 per cwt. and 3,000 bags of Colorado whites at \$5.55 per cwt., f.o.b. shipping points, basis U. S. No. 1 grade.

Army Contract Awards

Canned Tomatoes—Awards under Bid No. QM-11-183-49-567 were made by Chicago on 962 dozen No. 2 cans.

Tomato Juice—Awards under Bid No. QM-11-183-49-582 were made by Chicago on 5,895 dozen 46-oz. cans.

Canned Cherries—Awards under Bid No. QM-11-183-49-590 were made by Chicago on 6,000 dozen No. 10 and 36,160 dozen No. 2 cans.

Canned Cherries—Awards under Bid No. QM-11-183-49-547 were made by Chicago on 750 dozen No. 10 cans.

Canned Apples—Awards under Bid No. QM-11-183-49-552 were made by Chicago on 26,569 dozen No. 10 cans.

Canned Carrots—Awards under Bid No. QM-11-183-49-581 were made by Chicago on 30,434 dozen No. 2 cans.

Canned Beans with Pork—Awards under Bid No. QM-11-183-49-570 were made by Chicago on 42,764 dozen No. 2½ cans.

Invitations to Bid

★ **Quartermaster Purchasing Office**—111 East 16th Street, New York 3, N. Y.; 1819 West Pershing Road, Chicago 9, Ill.; Oakland Army Base, Oakland 14, Calif. (Western Branch).

Veterans Administration—Procurement Division, Veterans Administration Building, Washington 25, D. C.

The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is \$10,000 or over.

The Army has invited sealed bids to furnish the following:

CANNED TOMATOES—28,046 dozen No. 10, 102,172 dozen No. 2½ or 150,550 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-628 by Dec. 7.

TOMATO PUREE—4,000 dozen No. 2 or 7,260 dozen 10½-oz. cans. Bids due at Chicago under serial No. QM-11-183-49-629 by Dec. 7.

CANNED GRAPEFRUIT—24,100 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-633 by Dec. 10.

GRAPEFRUIT JUICE—84,889 dozen No. 2 and 171,155 dozen 46-oz. cans. Bids due at Chicago under serial No. QM-11-183-49-632 by Dec. 17.

GRAPEFRUIT JUICE—14,666 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-647 by Dec. 17.

BLENDED JUICE—63,970 dozen No. 2 and 211,606 dozen 46-oz. cans. Bids due at Chicago under serial No. QM-11-183-49-631 by Dec. 17.

CANNED SWEET POTATOES—19,556 dozen No. 2½ cans. Bids due at Chicago under serial No. QM-11-183-49-634 by Dec. 8.

The Veterans Administration has requested sealed bids to furnish the following:

CANNED SWEET POTATOES—36,696 dozen No. 2½ cans. Bids due under Invitation No. 139-S by Dec. 17.

FOREIGN TRADE

FAO Conference Recommends Action on World Food Problems

The Food and Agriculture Organization of the United Nations concluded its fourth annual conference in Washington this week after recommending action on a study of trends in international trade in food and agricultural products and on other studies which might lead to a better use of existing resources.

The development of world stocks of the principal commodities and the standardization of food products were other problems on which the FAO recommended positive action. The conference directed studies, during 1949, of the question of stocks and the financing thereof, and of problems of standardization of commodities for which there is no appropriate organization such as the Wheat Council or Sugar Council.

Also considered was the fact that the present lack of convertibility of many of the principal currencies in many cases impedes the international distribution of food and agricultural products. However, the conference decided that the restoration of exchange convertibility did not fall within its terms of reference.

During the considerations of Commission I, studying the world food situation, several delegations pointed out that it was accepted principle in their national agricultural policy to attain, as far as possible, stability in the price of agricultural products for one or more years ahead, or a stable relation between the price of agricultural commodities and the general price level.

The report of Commission I noted in part:

"North America, particularly Canada and the United States, has recorded the most remarkable expansion of food production, more than 30 percent in the past ten years. In spite of the high level of agricultural prices, this expansion has been brought about not by an increase in the area sown but in the yields per unit acre, accompanied by a run of favorable seasons. Increased mechanization, the introduction of new varieties of seed and hybrids, the greatly increased use of fertilizer and insecticides, and the generally improved cultivation practices, have contributed to the remarkable result which has made possible a substantial improvement in diets and a massive exportation to deficit areas."

Of the possibility of attaining "better use of existing resources," Commission I said:

"In the light of the wish to achieve early action, the Conference drew the attention of member Governments to the necessity to make the maximum use of existing resources, both of land and of capital goods. Much can still be done to avoid losses through animal and plant diseases, and insect pests including infestation of crops and stored food."

The FAO approved the report of Commission I, which also stated, in part:

"The Conference finds that the development of fisheries in Latin America is by no means commensurate with the need for fisheries products in the diet of the population of the region, and urges governments to stimulate the acceptance of fish as an element of the diet among their populations, thus increasing consumption and facilitating the development of fisheries industries. . . ."

Commission II, which considered only the technical work of FAO, expressed satisfaction with the work of FAO during the past year, and gave general approval to the program of work proposed by the Director-General for 1949. Commission III, concerned with financial and administrative matters, postponed a decision on a permanent site for FAO headquarters until next year.

Pepper Citrus Program

(Concluded from page 383)

after the first of the year will contemplate amendment of the Agricultural Marketing Agreements Act of 1937 along the lines of S. 2173. This bill was vigorously opposed by the National Cannery Association last March at hearings before the Senate Committee on Agriculture.

RAW PRODUCTS

Chlordane Found Effective

A new insecticide, chlordane, when added to the soil for Japanese beetle grub control, has been found by entomologists of the Department of Agriculture to have more promise for this purpose than any other material tested so far. Several other soil-inhabiting insect pests in the grub stage are also effectively controlled at the same time with the same application.

Chlordane, a relative of DDT and benzene hexachloride, was discovered and developed totally in the United States. It does not impart objectionable odors to plant products grown in treated soil. Within the past year or two it has been widely used for the control of grasshoppers, roaches, and ants, USDA stated.

N.C.A. Sanitation Conference

(Concluded from page 383)

versity of California, Berkeley; W. E. Mantle, Cutter Laboratories, Berkeley; H. K. Wilder, N.C.A. Western Branch; Stephen Koelz, U. S. Public Health Service, San Francisco; Stephen Anderson, Libby, McNeill & Libby, Sunnyvale, Calif.; Charles T. Townsend, N.C.A. Western Branch; George B. Wagner, Pillsbury Mills, Minneapolis, Minn.; and McKay McKinnon, Jr., Food and Drug Administration, San Francisco.

The Sanitation Conference will be followed, on the afternoon of December 10, by an industry meeting on cannery inspection and plant sanitation, which will be repeated in Los Angeles December 15.

Tin Production Forecast

(Concluded from page 383)

parison with 1947 this is the most spectacular increase and reflects the tremendous stimulus given to production by the addition of eight powerful new dredges which have been in active operation since the beginning of the year.

"Despite the fact, also, that political disturbances and labor troubles in Indonesia have had a retarding effect upon rehabilitation, the N.E.I. have now regained normal prewar production levels.

"Malaya—Production in Malaya might have been expected to drop in view of the nature of the disturbances which have spread across the country since June. But this has not yet been

Early Return of Convention Directory Copy Requested

The compilation of a "Convention Telephone Directory" between now and January, 1949, requires the cooperation of all canners in supplying information on room locations by December 15. It is requested, therefore, that canners respond to the Association's request for an indication of how they wish their hotel locations to be listed.

It also is requested that canners urge their brokers to do likewise.

the case. Responsible producers in Malaya believe that, while those dredges and mines already rehabilitated can maintain steady production levels, present circumstances must inevitably retard the rehabilitation of other dredges and properties where work has not been completed or even begun. This may mean that the rising curve in Malayan production may not be spectacular for the time being, but when greater security is assured the pace may be quickened.

"At the present rate of increase, Malaya can be expected to produce

45,000 tons of metallic tin this year.

"Bolivia—There is no visible sign of production in Bolivia falling. So far this year, current production is running well ahead of last year, when the total reached 33,259 tons, and may be expected to exceed 35,500 tons.

"Nigeria and the Belgian Congo—A steady level of production is being maintained in both these countries where the richest ore reserves were worked during the period 1941 to 1945. Both are now back to more economic mining, but totals of 14,500 tons and 9,500 tons for this year may nevertheless be expected from the Belgian Congo and Nigeria, respectively.

"Burma, Siam and China—It is not easy to estimate how soon these three countries will be producing at anything like their prewar rate. At the present time figures for Burma are estimated only at 50 tons a month over the year, but prewar figures from 1935 to 1940 averaged about 5,000 tons yearly.

"Siam, whose potential capacity according to prewar figures is some 16,000 tons yearly, has today an average recorded production of 290 tons a month.

"China's estimated yearly production is now about 4,500 tons as against a 1935 to 1940 average of about 10,000 tons."

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